



EXPORT TRAINING

READY, SET, SELL OVERSEAS!

MO STEP=UP Export Training Program is an innovative and interactive program designed to develop Missouri's exporters of tomorrow. This three-month export training program is divided into four phases. Each participant is assigned a coach during the training process to assist in:

- Developing the next steps for your company to expand your sales on a global scale
- Understanding the financial and promotional export assistance that is available
- Establishing contacts with experienced professionals in international finance, logistics and trade
- Learning the details of moving your products overseas, and getting paid
- Identifying and resolving company barriers to exporting

Expand Your Exports in Four Phases:

- **PHASE ONE: Overview of best practices and mindset of successful exporters.**
8:30 a.m. - 12 p.m. Thursday, April 18, 2013 at Springfield Chamber
- **PHASE TWO: Incorporates company site visit with customized market research.**
April 29, 2013, Company site visits begin
- **PHASE THREE: Includes sessions on growing international business, building an overseas infrastructure, international logistics, international legal considerations and export regulations.**
8:30 a.m. - 12 p.m. Thursday, June 20, 2013 at Springfield Chamber
- **PHASE FOUR: Provides participants with one-on-one coaching, information and resources as well as critical analysis and evaluation of the export development plan.**
Company site visits continue

FEE: \$750 per company (up to 2 attendees); Eligible firms may apply for MO STEP=UP funding for up to 50% reimbursement of export training expenses.

Presented by:



For more information about the MO-STEP=UP export training program, visit www.missourienterprise.org or contact Missouri Enterprise at (573) 308-7581 or at rprugh@missourienterprise.org

